#### link\_cash\_thing.txt

```
Kryonyx says:
   this one
do you have some place that you would like to sell but you really do not have the time or are they places that need a lot of clothing and that?
Albert says:
   why the question
Kryonyx says:
hhmm, I have a first class salesperson
Albert says:
   uhum
Kryonyx says:
   it is not to work directly but rather commission
   you don't want to have a person for the administration and you are thinking about another
person
   look, first I need to do the office things in order to hire a
        even if it's for commission
   and believe me, right now I'm not thinking about that
Kryonyx says:
   true
Albert says:
  and if you think that my wardrobe is not adequate
Kryonyx says:
   I refer to a place for suit and that
Albert says:
  but look, a lot of the person like to see me like that 'cuz they feel more familiar
   in any case
   one does not have to get dressed to make a sale
   the important thing is to treat the client well and offer them good treatment
Kryonyx says:
   well, remember you and I don't use that model
Albert says:
   but I'm not interested in that right now
Kryonyx says:
   but there are places in which that is the first point of entry
  you know how much I bust my ass every day to sell and look for more clients every
day they arrive
and I sell day after day
remember one thing and sorry to sound like this: I am the face of Link and I know my clients and my field you and other installers are my clients
Kryonyx says:
   of course
Albert says:
   that you're looking for the projects the wardrobe doesn't matter they only need something that is very important
   good prices and good treatment
   so that you know about your business and believe me I know about mine
Kryonyx says:
    the wardrobe is crucial a lot of times although you and I don't practice that
Albert says:
   I've not spent 3 years in bain
   vai n
   we are doing something very bad
   (Redacted)
   (Redacted)
   (Redacted)
   (Redacted)
   (Redacted)
Kryonyx says:
   yes it is
```



# link\_cash\_thing.txt

```
Albert says:
            it can cost their job to that person who has bust their ass so much to have it and besides that for me it is a scheme that
I don't like
            I don't feel comfortable
I want to do things as they should be
            how one is supposed to do it
            by the book
Kryonyx says:
    (Redacted), (Redacted)
 Albert says:
            Uj um
            you're right
(Redacted)
             (Redacted)
             (Redacted)
            you are only on the outside
I'm the one busting his ass day after day in order to be able to sell
            My apologies for saying things like this
but this is over now
            (Redacted) and that's it
If they want to buy then let them buy but I am not going to give away the money that I bust my ass day to day to have the profits to make my business larger every day you already have a 20k payment on the debt that link distributors has
with Kryonyx
Kryonyx says:
            I am here listening to you
Albert says:
            what I will do is pay Kryonyx the money monthly it should set a monthly installment to pay the same and let link distributors work on its own
Kryonyx says:
    we did that once already and we failed
Al bert says:
            with what you have
            no, this time it will not be deposited
Kryonyx says:
            we have done it already two times in fact
Albert says:
            a check from link will be made to pay the debt in the way that you did it
                 am not asking
            I only told you to set an amount and on every 1<sup>st</sup> day of the month the payment will be made as if it were rent and that way link will not owe Kryonyx anything
Kryonyx says:
we are shareholders
Albert says:
            uhum
            I know
            that's why but the money came out of Kryonyx and not from your personal accounts don't take it the wrong way  \frac{1}{2} \int_{-\infty}^{\infty} \frac{1}{2} \left( \frac{1}{2} \int_{-\infty}
Kryonyx says:
             that is from our personal profit
Albert says:
uhum, but it came out of the corporation with a check
Kryonyx says:
            that is my dividend that I didn't take I paid taxes to take them out as
             an incentive
            I took it out in a check from kryonyx, but it is half of Nomar's earning and mine
Albert says:
```



# link\_cash\_thing.txt

ok, well that's why I want to make the payment monthly set the amount so I can issue the payments Kryonyx says: the amount cannot be set right now until we don't finish the evaluation because we cannot set an amount that pauses the business or affects its operational functionality Albert says: set the amount I will make sure that it doesn't affect anything it's for this that I'm in front of the business every day Kryonyx says: remember that it will be put on top of the table, but administration will be issued so that it's worked on in parallel yes, but every company is supposed to have in house accounting not el sewhere Kryonyx says: that's not the case, I have over 9 clients with that model since you are the ones that put the money I have neither voice or vote here I am just an employee that is in charge of an office Kryonyx says: (Redacted) Albert says: additionally that only charges 200 dollars that one person that does less than me gets more money than me and busts their ass less and has less responsibility Kryonyx says:
thanks for bringing that to the table I'm with you 100% there Albert says: I am fair Kryonyx says: your salary is what we would like to re-establish as soon as we finish the analysis uhum Kryonyx says: and that's why I fought and fought with you around march  $1^{\rm st}$ Albert says: uhum you know something, I don't agree but I have to stay quiet because the money is yours  $% \left( 1\right) =\left( 1\right) +\left( 1$ Kryonyx says: everything has been delayed because of the information to know the basic expenses and suppliers and Albert says: look let's do something I am going to leave this topic here Kryonyx says: because a lot of cash has come in and it doesn't line up Albert says: uhum look let's leave the topic here you think that I'm not worried Kryonyx says: we're not talking about what happened on Monday Albert says: yes I am
I am doing a very deep research



Kryonyx says:

I, Juan E. Segarra, USCCI/translator, certify that the foregoing is a true and accurate translation, to the best of my abilities, of the document in Spanish which I have seen.

you know something, I am not interested in the money that is not mine

# link\_cash\_thing.txt

and that is a problem

Albert says:

look, I am not going to say anything else, I'm tired I haven't slept in 4 days

Kryonyx says:

I'm surprised that you are so agitated, so much that I trust you, but there are some things that don't line up and it's not about money

Albert says:

I'm not agitated I'm very calm, believe me

Kryonyx says:

I'm not going to be an impostor and for the operation

Albert says:

what happens is that I don't sleep and it's not because of what's happening it's for other reasons

that have nothing to do with the office

in case you're wondering so that you are no longer in doubt

do you know something else, I feel uncomfortable for you to put a person to look over me every day

Kryonyx says:

link is your son as it is mine, so much intellect you have put, contact, at the same time I have helped with the contacts and to get people in China, and I also dedicate time to it, like you do, and I live for link, that uncomfortable why, is there something internal that you want to tell me off the record

Albert says:
 I think that me, everything I do I tell you about it, I pass you all the emails of the contacts, believe me, I speak more with you than with my family

Krvonvx savs:

exactly

Albert says:

you are like my brother

believe me all of my problems, you are the only person with whom I can speak but I only mention it to you
I only ask you who took the decision of giving Camilo the salary it was the two of you

Kryonyx says:
I did not put that

Albert says:

or only Nomar how I understand it if this is a partnership like you say I think that we had to have talked about this 2 or three peopl

he works well but I don't think that he has to be earning more than all of the rest

because the rest of the people have been there longer and dedicate everything for the company

Kryonyx says:

look at that, great point, both have family there

Albert says:

yes you are right but I don't pay Rodney more I pay the fair amount

and besides I don't have preferences

If I have to give him a meno (typo) I give it to him

Kryonyx says:

I don't want to bring the family issue today so that both are here when I give my point of vi ew

Albert says:

as he could have done with the rest

Kryonyx says: to kick both your asses



#### link\_cash\_thing.txt

```
once and for all
Albert says:
   yep
Kryonyx says:
family is the worse thing that one can have in a business and you know about that because of the multiple fights you know what I'm referring to that even separates family
Albert says:
    yep
that is in the past now it leaves me money
    and a lot
    believe me
    she pays more attention that there is a good margin to the sales more than me she doesn't let even one past her
Kryonyx says:
I'm not disputing that that is a great topic to discuss on the next occasion and I'm glad that we bringing it to the collaboration
    now speak to me clearly about the cash, how is it being used?
Albert says:
    (Redacted)
    how it's always been used and a lot of the times it is deposited
Kryonyx says:
    Albert, without joking between friends I'm not going to get angry
Albert says:
    when they are amounts that are too big because it is reflected
                                                                                               invoices that have to be
paid to the companies
    what do you want me to tell you
Kryonyx says:
    I have an idea
Albert says:
    yep
what idea
    tell me
Kryonyx says:
    (Redacted)
Albert says:
    I'll only tell you one thing
Kryonyx says:
    to hel p
Albert says:
    if my money is not mine I am not interested I am clearer like water
Kryonyx says:
you are a human being good that helping everyone that wins over your heart, and that doesn't bother me
Albert says:
    yep
tell me
    I'm listening to you as you say
    well, my apologies I read you
Kryonyx says:
    true
my problem is whether the new papers will support it and I haven't passed it to Nomar I don't want to finish doing the audit, see things that cannot be justified like silly things from costco, home depot, walmart and blab bla bla there are business things and there are things that aren't similar to the business and I don't wish to have to be asking what was that for and etc.
    nomar pays attention to me
Albert says:
     ok
Kryonyx says:

if I say this is the end of this he'll put an end to it
and we'll start this over from scratch
```



# link\_cash\_thing.txt

```
and we put a higher salary and benefits for you and your brother
   but we do need control;
Albert says:
   ok I only have one question and \boldsymbol{m}\boldsymbol{y} apologies for interrupting you
Kryonyx says:
but you have to help me
Albert says:
   you don't feel good with my accountant?
I'm asking you as your friend
Kryonyx says:
   bro he doesn't point to our north, sincerely
Albert says:
Kryonyx says:
   its nice as you say to avoid
   but he doesn't bring us prosperity
Albert says:
ok well let's look for another one
    that I can hand the papers every month and can balance everything
   I have not problem
   but you know, let's assign a person outside of all of us that will be only 4
   and balance all of the papers and will pass it over to your administration
   every week that why I can distance myself from everything
Kryonyx says:
    I think that it's confusing, when I refer to my administration
Albert says:
dude, I'm not confused
Kryonyx says:
   it's not that I manage link from kryonyx per se , everything stays in link
Albert says:
   well
   yes I understand you
    what you are trying to communicate to me
   you send the things and I'll process the payroll the payment of electricity and water very 'lite'
Albert says:
that's fine
    those payments arrive in my email
   and they're always paid on time
but look I'm not trying to look for ecxuses (typo)
I only want solutions
   excuses
Kryonyx says:
   it's difficult to explain to you when you live it you will see the relief
   and you will thank me
Albert says:
   but it is easier if there is a person that takes care of it
Kryonyx says:
    now between you and me, how are we going to tally the remainder from the cash register
Albert says:
    in the same office I think
    that he/she calls
   that he/she sees the company's number charging
Kryonyx says:
I will not do any collection
Albert says:
   let the same tell me Albert has to get a check from such and such client
```



#### link\_cash\_thing.txt

```
and while one is at it, a visit is made to sell them more
    about that I speak
I don't know if you understand me
do you understand
it's not that you don't have the control
    I'm talking about the account balancing being carried out every week
but not me for it to be that person and the person that you put in charge in your
office
Kryonyx says:
    that you can explain to me on Friday in more detail of what I'm referring to with the
admi ni strati on
it's Jessica Torres
Albert says:
    I know
    that it can't be given to anyone besides only Rodney knows about you when you told me about the employee's manual you told me something if I'm not mistaken
    that you want to give it
    when I'm talking about administration you are a part
    I'm not excluding myself
Kryonyx says:
    exactly
Albert says:
    I know that I am part
    I'm speaking in the same language as you
Kryonyx says:
exactly
Albert says:
    I'm understanding you what you are trying to tell me how I told you both
    and believe me
    what happens is that we have to put some 'boundaries'
Albert says:
    I want this to be bigger than Anixter
    and that we all win because that's the reason for this
I am winning every day and believe me it's like managing an enterprise that I haven't done it well it's true but every day I try
    I want and desire for this to be done well
Kryonyx says:
    read this
Albert says:
tell me
Kryonyx says:
   working hard in the same way gives the same result
   but if working hard changing the strategy has new results
Albert says:
    yes
you're right
Kryonyx says:
    when one is in the office in the routine the system eats you up
if we use orthodox methods to do business, (Redacted)
    (Redacted) and survival elements
soon we will be carrying out another novelty to make money
anixer works like that and graybar
    but you know why you prevail
Albert says:
    yep
```



Page 7

# link\_cash\_thing.txt

because because it has salespeople because they visit the clients because anixter offers but it doesn't pay what it promises and graybar the difference link does it but delivered Albert says: ok you have a point very big ok summarizing all of this what are we going to do Kryonyx says:
 look I'm auditing, what small things do you not want me to present Albert says: why the question Kryonyx says: Nomar is determined to carefully examine everything Albert says: ok I understand you Kryonyx says:
 but I'm the one who does the analysis
 I wouldn't want any bitterness to exist between all of us Albert says: give me solutions now it's me asking you're my brother give me the advice Kryonyx says: Albert says: I'm here to listen to you look we have to remember the following we can't use the business like a personal account Albert says: ok Kryonyx says:
 first I need to know how much money you need to live well Albert says: I don't know right now Kryonyx says: that's why I'm giving you the queues Albert says: I'm telling you honestly I don't know Kryonyx says: more difficult but viable Albert says: I'm being honest with you I can't give you a number because I don't know Kryonyx says:

I'll take all of the years of the business
I'm going to look for the combination between your salary and items that are not directly part of the business, that are not justifiable 'enterprise wise'
we'll add it up and divide it by the years running
we'll find an average use of money
not all of it is salary of course because you also have dividends from the business
with that we get, if the amount of money you spent since maybe it got out of
hand because you didn't have documentation, well it will be debt you have which will be deducted more
upfront when the divisions are made
do you understand do you understand

-

Albert says:

040

# link\_cash\_thing.txt

yep Kryonyx says: I put a global conceptualization Albert says:
I will look for all of the documentation that may be necessary that are from other past years remember that you and I will sit together before anyone else Albert says:
but I'll look because I want for you more than anyone to feel comfortable with me Kryonyx says:
 and I will make an observation about the items before anyone else knows it the more
prepared you are the better Albert says: so that you can see that the money wasn't spent in personal things of mine like you say costco but it might be yes that I bought something for myself Kryonyx says: I said an example Albert says: because the money I had wasn't enough it's true Kryonyx says:
 there's something about a mortgage
 cellular phones accounts that aren't ours, they're silly things Albert says: but you know I'll look for all of the invoices and if there's anything that has to be discounted I'll pay them with pleasure I don't have anything to hide and less from you Kryonyx says: hey relax I'm the master of finances Albert says: as I've told you apologies, you told me that you bought the notebook Kryonyx says: yes I have it Albert says: tomorrow you'll show me how to use it now the flexi and Santander papers is easy to solve Albert says: so in that way to take note of everything that will be written down Kryonyx says: but the cash, how are we going to solve it we have that issue Nomar is going crazy with that Albert says: look Tito and I speak to you heart in hand I don't touch the cash believe me (Redacted) believe me I only use it for that and I am very honest it may be that sometimes I forget to write down things but I have a procedure that may produce a better outcome for us I have some invoices in papers Thave some invoices in papers
that are to fill in
everything that is bought
that sheet is filled in
before taking the money out
besides writing it down in the book
those sheets need to add up with the book



#### link\_cash\_thing.txt

```
Kryonyx says:
   if we can't justify the cash we are very screwed, because there will be uncertainty
Albert says:
   and with the system otherwise, well the person will be paid by check that why we'll have the evidence
Kryonyx says:
    we're in sync
Albert says:
   and the cash will only be taken out to deposit if we have an emergency
    and every day reports of cash sales will be made
   now look at what happens
   cash and that way we'll see where it is
so that this way we're all calm
    let me not forget to write something down
Kryonyx says:
   if this crap doesn't add up - Nomar will ask us for the mother of all audits
   about the cash
(Redacted) in front of his eyes he will
say there's more missing
you put yourself in my shoes
Albert says:
    I do put myself that's why I'm suggesting an idea
    so that this never happens
Kryonyx says:
    that's super the good I loved it
Albert says:
   no it \check{\mbox{will}} be the best
Kryonyx says:
   together with other methods
Albert says:
that's fine
Kryonyx says:
    it strengthens the procedure
Albert says:
that's fine well let's do that
    (Redacted)
Kryonyx says:
    (Redacted)
    or whatever
Albert says:
    (Redacted)
    and one puts the reason
Kryonyx says:
    even better
Albert says:
   so that way checks are never made cash
because I've never liked that
Kryonyx says:
    in kryonyx it's like that
   no cash checks
Albert says:
   well that's part of my idea
I will pick up the money every day
and I'll put it in zip by day
writing down the amount
in the books
   In the books
I have 120 dollars in the front cash register
that I balance every day like that
the remainder is to be deposited and sealed in that envelop
writing down the amount date and hour
```



# link\_cash\_thing.txt

```
Kryonyx says:
   I think our conversation was very fruitful
I think we're in sync
remember we're still missing Nomar hahaha
Albert says:
   yes why do you think that I speak more with you than Nomar \ensuremath{\mathsf{Nomar}}
   because you speak calmly
Nomar doesn't
Kryonyx says:
   if Nomar asks for things he has the same rights
Albert says:
   yes it's fine I'm not saying anything it's just that calmly one can understand things like this the way you and I are talking (writing)
   remember these days it's been very difficult for me because I'm feeling mega
   the migraines are daily and it's already affecting my work a little bit
Albert says:
   I only want to tell you something that nobody knows
Kryonyx says:
   you're a father
hhhaaa
Albert says:
   you're not the only one that feels unwell
I'm bleeding every time that I go to the bathroom
   I'm more screwed than you
Kryonyx says:
   it's an ulcer
Albert says:
   yes
Kryonyx says:
   and what medication
Albert says:
   none because they screw me worse
   I visit the doctor
and he tells me each day you are getting better
   and I tell him yep
because I don't eat the stuff I used to eat
because I changed my diet completely
    the pills damage my organs
Kryonyx says:
the protonix makes me sick with nausea and headache, Antunez my doctor and client indicates to me that it's very difficult to restore damages accumulated over many years
diet is everything
Albert says:
and I can't
but only an auxiliary treatment for 90 days and that's it, but lifestyle is eternal
Albert says:
   why do you think that I changed
to not eat anymore meat
   because that affected me vey much
Kryonyx says:
    I have changed a lot that's why I've lost 8 pounds
Albert says:
   now I'm better
    nobody in my family knows it
I only ask that you never tell any of this to anyone please
```



# link\_cash\_thing.txt

it's something that I want to battle on my own Kryonyx says: relax, you cannot worry your family anymore they've been through enough already you know that although here they don't even pay attention to this I can arrive at 5 or 6 of the morning and they don't care so that you see how I'm living Kryonyx says: at what house Albert says: I arrived at 6 in the morning Kryonyx says: I mean your parents Albert says: no Kryonyx says: no the strangers you live no with the strangers you live Albert says:
 that's it
 that I'm only here because I have no other option truly Kryonyx says: I think that your life has to be renovated because you are young and you're not happy your partners will always be an eternal fight Albert says: I'm not happy its true Kryonyx says:
but I mean family-wise you know that a divorce splits link Albert says: I only say that soon this will have a new start it's called divorce why do you think that I've put up with it Kryonyx says: you don't look happy like at the beginning Albert says: because I've done nothing because I'm still here like a stupid and everything for Link Kryonyx says: you didn't understand my message on Tuesday Albert says: I did understand Kryonyx says: which one? Albert says: about dissolving the link name taking the name off Kryonyx says: Not to take it off exactly only alter the name link distributor and co it's another name Albert says: yes I know well lets do what we have to do Albert seriously if you're going to go for the divorce you have to make a decision with synchronized timing



Albert says:

that's not going to happen yet

#### link\_cash\_thing.txt

```
be calm
   I don't go out dude
   so as to not screw
Kryonyx says:
   me neither
Albert says:
   I'm better off staying in the office until late
Kryonyx says:
   besides everything else May 1
Albert says:
   be calm
Kryonyx says:
   at home there's Jessica's birthday at home
Albert says:
   ok
   at what time at night?
Kryonyx says:
   yes at night and the fight, we bought it as well
Albert says:
Kryonyx says:
    so that the boxing fans don't miss it
Albert says:
   I don't even see that anymore
Kryonyx says:
   me neither
Albert says:
it doesn't catch my attention
Kryonyx says:
   but if I don't put it on people won't come to the party
Albert says:
   a ha ha ha ha
Kryonyx says:
    remember Albert I know you have a lot of things hanging over you, as much as us, life
personal, and etc.
   but you'll only live once and right now we're in the prime
Albert says:
    that's right
    ok like we said let's make the changes
    so that this improves better
    and everything looks the way it should look
    the change, I'm implementing it already
Kryonyx says:
   it's the kis
keep it simple
Albert says:
ever since everything balanced out
   everything has to balance out weekly for the books that you're going to have
   you're going to see how simple it is, what we're referring to
Albert says:
   the changes are good
Kryonyx says:
   I can guarantee that you'll sleep better and more motivation
Albert says:
   I agree
let's arrange all of this on Friday
   do you agree
   good on your part?
Kryonyx says:
   yeap
```



# link\_cash\_thing.txt

```
Albert says:
    only Nomar is missing
Kryonyx says:
    I take care of the majority
Albert says:
    and on Friday we take care of whatever's there
Kryonyx says: remember that I agree to take care of your brother also with more $
    and you
Albert says:
    thanks but first I want to straighten this out
Kryonyx says:
    but the order first
    exactly
Albert says:
    something that I made many mistakes
and I admit it
but I've learmed from the mistakes
    learnd and even more now with all of this
Kryonyx says:
when I travelled I bought several business books to validate how it was in kryonyx and other business
Albert says:
    I admit it I'm a beginner in businesses
Kryonyx says:
    and look it's not complicated, it's discipline with the tasks one leans back
Albert says:
but believe me I'm learning from all of this that I can't do everything myself
Kryonyx says:
Ronald Reagan said
trust but verify
Albert says:
    that is the first part of the game as one says
Kryonyx says:
   the first part is basic
I pay the basics - Jessica on this day the following bills are paid
water, electricity, rent and telephones
we have to pay the following suppliers
I need to open credit and account in this place, we prepare the letters
they arrive in an email or a designated fax
    we have to deposit this
    the payroll we pay by ach with everything balanced
Albert says:
    that's fine
Kryonyx says:
we prepare the quarterly one, social security Albert says:
    perfect
I have no problem with that
Kryonyx says:
    we are facilitators
that it's only closed
    nobody knows what is what
Albert says:
    that's fine it'll be like that
Kryonyx says:
```



I, Juan E. Segarra, USCCI/translator, certify that the foregoing is a true and accurate translation, to the best of my abilities, of the document in Spanish which I have seen.

on Friday I will indicate to Jessica to use the same quickbooks to do all of that

# $link_cash_thing.txt$

we won't invent with additional things, unless we do a bookkeeping well kid, I'm happy that we understand each other better on Friday I want to discuss the kryonyx invoices and pay an installment

Albert says: ok rest

Kryonyx says: the same

Albert says:
I'm still here without feeling sleepy

Kryonyx says: and me

